



PR/108934 | Jr. Manager- Sales

Job Information

Recruiter
[JAC Recruitment India](#)
Job ID

1520242

Industry

Electronics, Semiconductor

Job Type

Permanent Full-time

Location

India

Salary

Negotiable, based on experience

Refreshed

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General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Experience in Semiconductor components Sales:

Primary Roles and Responsibilities:

- Sales responsibility of handling assigned accounts to increase sales and market penetration.
- Exploring new opportunities to increase the Business Revenue and Profit for the company
- Inventory optimization through stock monitoring/ customer's orders etc.
- Account Receivables Management.
- Responsible for controlled coordination of overall supply chain management.
- Responsible to establish effective working relationships with both customers and Vendors.
- MIS Reports on Business/Sales/Forecast Plans
- Coordinate with technical teams and manage sales to ensure client satisfaction in both pre and post sales activities.
- Preparing and updating simulation sheets as per latest backlogs for customers for order loading and rescheduling.
- Getting approvals as and when required.
- Part master creation in UL system
- Actively participate in sales conference / seminars / exhibitions

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